# Central Okanagan Monthly Statistics March 2023

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#### **Zone Totals**

Description	CM This Year	CM Last Year	Increase	This YTD	Last YTD	Increase
Area = Central Okanaga						
1 Units Listed	1,074	1,276	-15.83%	2,560	2,705	-5.36%
2 Units Sold	455	690	-34.06%	932	1,740	-46.44%
3 Sales Volume	\$369,316,224	\$653,820,881	-43.51%	\$732,102,528	\$1,586,149,814	-53.84%
4 List/Sell Ratio	96.75%	102.27%		96.35%	101.65%	
5 Days to Sell	60	33	80.43%	66	37	75.64%
6 Active Listings	2,457	1,446	69.92%			
Area = North Okanagan						
1 Units Listed	368	389	-5.40%	780	856	-8.88%
2 Units Sold	148	280	-47.14%	318	623	-48.96%
3 Sales Volume	\$97,739,543	\$202,844,126	-51.82%	\$207,536,286	\$440,089,082	-52.84%
4 List/Sell Ratio	95.98%	101.43%		95.62%	100.61%	
5 Days to Sell	74	40	86.27%	73	56	29.24%
6 Active Listings	963	587	64.05%			
Area = Shuswap / Revel						
1 Units Listed	212	198	7.07%	439	466	-5.79%
2 Units Sold	96	116	-17.24%	188	300	-37.33%
3 Sales Volume	\$57,961,865	\$68,124,372	-14.92%	\$110,267,630	\$176,582,682	-37.55%
4 List/Sell Ratio	94.67%	99.58%		95.66%	98.99%	
5 Days to Sell	104	57	81.64%	109	65	67.67%
6 Active Listings	604	414	45.89%			
Area = South Okanagan						
1 Units Listed	276	263	4.94%	668	577	15.77%
2 Units Sold	163	255	-36.08%	346	604	-42.72%
3 Sales Volume	\$101,475,948	\$173,641,442	-41.56%	\$208,948,020	\$417,518,304	-49.95%
4 List/Sell Ratio	96.64%	99.36%		96.22%	98.73%	
5 Days to Sell	74	60	23.73%	77	67	13.60%
6 Active Listings	1,272	765	66.27%			
Area = South Peace Riv						
1 Units Listed	20	24	-16.67%	42	55	-23.64%
2 Units Sold	32	73	-56.16%	81	147	-44.90%
3 Sales Volume	\$8,047,500	\$18,013,150	-55.32%	\$22,345,850	\$36,101,100	-38.10%
4 List/Sell Ratio	96.27%	97.10%		95.93%	96.33%	
5 Days to Sell	90	128	-29.69%	119	128	-6.85%
6 Active Listings	402	404	-0.50%			
Area = Grand Total						
1 Units Listed	1,950	2,150	-9.30%	4,489	4,659	-3.65%
2 Units Sold	894	1,414	-36.78%	1,865	3,414	-45.37%
3 Sales Volume	\$634,541,080	\$1,116,443,972	-43.16%	\$1,281,200,314	\$2,656,440,982	-51.77%
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4 List/Sell Ratio	96.41%	101.40%		96.14%	100.75%	
4 List/Sell Ratio 5 Days to Sell		101.40% 46	52.92%	96.14% 76	100.75% 52	44.06%

## **Quick Summary Part 1**

#### Residential

Description	Total Units Sold	Total Sales Volume	Total Units Sold	Total Sales Volume
This Month	455	\$369,316,224	180	\$195,646,186
Last Month	288	\$220,101,003	123	\$130,595,968
This Month Last Year	690	\$653,820,881	300	\$375,596,198
Description	Total Listings Taken	Inventory		
This Month	1,074	2,457		
Last Month	767	2,246		
This Month Last Year	1,276	1,446		

### **Quick Summary Part 2**

Condo/Apt		
Sales	130	
New Listings	229	
Current Inventory	494	
Sell/Inv. Ratio	26.32%	
Days to Sell	57	
Average Price	\$478,830	
Median Price	\$460,000	
Condo/Townhouse		
Sales	58	
New Listings	128	
Current Inventory	270	
Sell/Inv. Ratio	21.48%	
Days to Sell	42	
Average Price	\$679,141	
Median Price	\$652,500	
Lots		
Sales	7	
New Listings	69	
Current Inventory	233	
Sell/Inv. Ratio	3.00%	
Days to Sell	115	
Average Price	\$474,929	
Median Price	\$440,000	
Residential		
Sales	180	
New Listings	441	
Current Inventory	859	
Sell/Inv. Ratio	20.95%	
Days to Sell	55	
Average Price	\$1,086,923	
Median Price	\$942,000	
Ratio of Sales vs Inventory	20.80%	

### **Comparative Activity -- Listing Information**

								Inventory	
Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%
Zone = Central Oka	nagan								
Acreage/House	34	44	-22.73%	60	75	-20.00	84	76	10.53
Duplex	23	29	-20.69%	56	71	<b>-</b> 21.13	37	30	23.33
Mobile Home	41	44	-6.82%	95	94	1.06	71	51	39.22
Recreational	7	1	600.00%	14	2	600.00	17	3	466.67
Residential	441	581	-24.10%	997	1,120	-10.98	859	473	81.61
Residential WF	22	15	46.67%	27	26	3.85	37	29	27.59
3/4-Plex	0	1	-100.00%	5	5	0.00	1	2	-50.00
Timeshare	0	1	-100.00%	0	1	-100.00			
Apartment	229	280	-18.21%	591	601	-1.66	494	245	101.63
Townhouse	128	151	-15.23%	324	334	-2.99	270	128	110.94
RES TOTAL	925	1,147.00	-19.35%	2,169	2,329	-6.87%	1,870	1,037	80.33
FARMS	5	13	-61.54%	15	20	-25.00	22	21	4.76
MULTIFAMILY	1	1	0.00%	7	5	40.00	9	6	50.00
Acreage	9	7	28.57%	19	17	11.76	34	24	41.67
Acreage WF	0	2	-100.00%	2	5	-60.00	10	13	-23.08
Lots	58	38	52.63%	139	140	-0.71	180	79	127.85
Lots WF	2	3	-33.33%	5	4	25.00	9	7	28.57
LOTS TOTAL	69	50.00	38.00%	165	166	-0.60%	233	123	89.43
Business	7	8	-12.50%	22	23	-4.35	47	33	42.42
Commercial	54	44	22.73%	161	130	23.85	230	188	22.34
Land	13	13	0.00%	21	32	-34.38	46	38	21.05
COMM TOTAL	74	65.00	13.85%	204	185	10.27%	323	259	24.71
GRAND TOTAL	1,074	1,276	-15.83%	2,560	2,705	-5.36%	2,457	1,446	69.92

### **Comparative Activity -- Sales Information (Month)**

		<b>Unit Sales</b>		S	ales Volume		List/Sal	le Ratio
Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo
Zone = Central Okanaga	an							
Acreage/House	10	9	11.11%	\$16,348,000	\$16,980,000	-3.72%	93.79%	98.40%
Duplex	12	13	-7.69%	\$8,414,500	\$13,421,800	-37.31%	95.72%	101.25%
Mobile Home	26	29	-10.34%	\$5,743,500	\$7,550,200	-23.93%	97.27%	98.99%
Recreational	1	0	0.00%	\$161,500	\$0	0.00%	90.48%	0.00%
Residential	180	300	-40.00%	\$195,646,186	\$375,596,198	-47.91%	97.41%	103.27%
Residential WF	4	3	33.33%	\$18,175,000	\$10,805,000	68.21%	93.96%	101.08%
3/4-Plex	0	1	-100.00%	\$0	\$1,650,000	-100.00%	0.00%	100.00%
Timeshare	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	130	201	-35.32%	\$62,247,859	\$110,615,853	-43.73%	97.53%	102.60%
Townhouse	58	83	-30.12%	\$39,390,199	\$71,427,581	-44.85%	97.78%	102.05%
RES TOTAL	421	639	-34.12%	\$346,126,744	\$608,046,632	-43.08%	97.06%	102.71%
FARMS	0	2	-100.00%	\$0	\$4,180,000	-100.00%	0.00%	89.91%
MULTIFAMILY	2	0	0.00%	\$5,237,500	\$0	0.00%	88.04%	0.00%
Acreage	1	3	-66.67%	\$1,188,500	\$2,939,000	-59.56%	91.78%	98.69%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	6	22	-72.73%	\$2,136,000	\$12,155,000	-82.43%	90.18%	94.68%
Lots WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
LOTS TOTAL	7	25	-72.00%	\$3,324,500	\$15,094,000	-77.97%	90.74%	95.43%
Business	5	3	66.67%	\$1,090,000	\$4,675,000	-76.68%	87.69%	98.05%
Commercial	19	20	-5.00%	\$12,287,480	\$19,850,249	-38.10%	94.70%	98.98%
Land	1	1	0.00%	\$1,250,000	\$1,975,000	-36.71%	96.15%	98.75%
COMM TOTAL	25	24	4.17%	\$14,627,480	\$26,500,249	-44.80%	94.26%	98.80%
GRAND TOTAL	455	690	-34.06%	\$369,316,224	\$653,820,881	-43.51%	96.75%	102.27%

### **Comparative Activity -- Sales Information (YTD)**

		Unit Sales		:	Sales Volume		List/Sal	e Ratio
Description	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD
Zone = Central Okana	agan							
Acreage/House	16	37	-56.76%	\$28,735,000	\$77,015,000	-62.69%	92.57%	96.94%
Duplex	24	45	-46.67%	\$16,603,000	\$40,324,400	-58.83%	95.57%	103.06%
Mobile Home	43	61	-29.51%	\$10,687,300	\$16,547,599	-35.41%	96.79%	99.88%
Recreational	1	0	0.00%	\$161,500	\$0	0.00%	90.48%	0.00%
Residential	366	688	-46.80%	\$385,951,907	\$837,259,421	-53.90%	96.87%	102.67%
Residential WF	9	8	12.50%	\$32,605,000	\$30,688,888	6.24%	92.62%	99.26%
3/4-Plex	0	4	-100.00%	\$0	\$6,699,999	-100.00%	0.00%	99.29%
Timeshare	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	256	471	-45.65%	\$121,440,687	\$253,248,711	-52.05%	97.10%	101.82%
Townhouse	133	248	-46.37%	\$94,980,337	\$193,803,269	-50.99%	97.62%	102.36%
RES TOTAL	848	1,562	-45.71%	\$691,164,731	\$1,455,587,287	-52.52%	96.58%	102.05%
FARMS	0	5	-100.00%	\$0	\$9,770,000	-100.00%	0.00%	91.88%
MULTIFAMILY	2	0	0.00%	\$5,237,500	\$0	0.00%	88.04%	0.00%
Acreage	4	8	-50.00%	\$2,983,500	\$16,009,000	-81.36%	84.73%	97.81%
Acreage WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Lots	10	101	-90.10%	\$3,631,000	\$54,803,618	-93.37%	92.42%	96.86%
Lots WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
LOTS TOTAL	14	109	-87.16%	\$6,614,500	\$70,812,618	-90.66%	88.79%	97.07%
Business	8	3	166.67%	\$1,588,000	\$4,675,000	-66.03%	83.71%	98.05%
Commercial	59	57	3.51%	\$26,247,798	\$35,594,909	-26.26%	94.98%	99.29%
Land	1	4	-75.00%	\$1,250,000	\$9,710,000	-87.13%	96.15%	98.68%
COMM TOTAL	68	64	6.25%	\$29,085,798	\$49,979,909	-41.81%	94.33%	99.05%
GRAND TOTAL	932	1,740	-46.44%	\$732,102,528	\$1,586,149,814	-53.84%	96.35%	101.65%

#### Average/Median price, Days to Sell (Month)

	A	verage Price		N	Median Price			Days to Sell	
Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%
Zone = Central	Okanagan								
Acreage/House	\$1,634,800	\$1,886,667	-13.35%	\$1,400,000	\$1,490,000	-6.04%	110	103	6.84%
Duplex	\$701,208	\$1,032,446	-32.08%	\$659,250	\$899,000	-26.67%	43	25	73.27%
Mobile Home	\$220,904	\$260,352	-15.15%	\$207,500	\$275,000	-24.55%	50	36	38.94%
Recreational	\$161,500			\$161,500			126		
Residential	\$1,086,923	\$1,251,987	-13.18%	\$942,000	\$1,150,000	-18.09%	55	22	153.03%
Residential WF	\$4,543,750	\$3,601,667	26.16%	\$4,737,500	\$3,715,000	27.52%	61	15	294.57%
3/4-Plex		\$1,650,000			\$1,650,000			9	
Timeshare									
Apartment	\$478,830	\$550,328	-12.99%	\$460,000	\$520,000	-11.54%	57	29	96.88%
Townhouse	\$679,141	\$860,573	-21.08%	\$652,500	\$786,000	-16.98%	42	29	43.81%
RES TOTAL	\$822,154	\$951,560	-13.60%	\$700,000	\$880,000	-20.45%	55	27	104.24%
FARMS		\$2,090,000			\$2,090,000			221	
MULTIFAMILY	\$2,618,750			\$2,618,750			122		
Acreage	\$1,188,500	\$979,667	21.32%	\$1,188,500	\$699,000	70.03%	281	42	574.40%
Acreage WF									
Lots	\$356,000	\$552,500	-35.57%	\$345,500	\$620,000	-44.27%	87	115	-24.22%
Lots WF									
LOTS TOTAL	\$474,929	\$603,760	-21.34%	\$440,000	\$620,000	-29.03%	115	106	8.25%
Business	\$218,000	\$1,558,333	-86.01%	\$275,000	\$1,100,000	-75.00%	88	82	7.76%
Commercial	\$646,709	\$992,512	-34.84%	\$20	\$22	-10.71%	118	113	4.24%
Land	\$1,250,000	\$1,975,000	-36.71%	\$1,250,000	\$1,975,000	-36.71%	288	23	1,152.17%
COMM TOTAL	\$585,099	\$1,104,177	-47.01%	\$26	\$27	-4.41%	119	105	12.61%
GRAND TOTAL	\$811,684	\$947,566	-14.34%	\$670,000	\$849,900	-21.17%	60	33	80.43%

### Average/Median price, Days to Sell (YTD)

	A	verage Price		r	Median Price			Days to Sell	
Description	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%
Zone = Central	Okanagan								
Acreage/House	\$1,795,938	\$2,081,486	-13.72%	\$1,511,000	\$1,550,000	-2.52%	112	110	1.60%
Duplex	\$691,792	\$896,098	-22.80%	\$678,750	\$774,900	-12.41%	51	23	121.34%
Mobile Home	\$248,542	\$271,272	-8.38%	\$257,500	\$268,000	-3.92%	54	47	14.96%
Recreational	\$161,500			\$161,500			126		
Residential	\$1,054,513	\$1,216,947	-13.35%	\$936,500	\$1,101,000	-14.94%	62	27	130.11%
Residential WF	\$3,622,778	\$3,836,111	-5.56%	\$3,575,000	\$4,032,500	-11.35%	92	97	-4.69%
3/4-Plex		\$1,675,000			\$1,650,000			82	
Timeshare									
Apartment	\$474,378	\$537,683	-11.77%	\$450,000	\$499,900	-9.98%	64	33	92.76%
Townhouse	\$714,138	\$781,465	-8.62%	\$685,000	\$730,000	-6.16%	46	30	55.19%
RES TOTAL	\$815,053	\$931,874	-12.54%	\$725,000	\$824,500	-12.07%	61	32	87.36%
FARMS		\$1,954,000			\$1,725,000			128	
MULTIFAMILY	\$2,618,750			\$2,618,750			122		
Acreage	\$745,875	\$2,001,125	-62.73%	\$705,000	\$1,472,500	-52.12%	111	91	22.31%
Acreage WF									
Lots	\$363,100	\$542,610	-33.08%	\$335,000	\$439,999	-23.86%	84	71	17.53%
Lots WF	, ,	, ,		. ,	. ,				
LOTS TOTAL	\$472,464	\$649,657	-27.27%	\$429,500	\$444,999	-3.48%	92	73	25.87%
Business	\$198,500	\$1,558,333	-87.26%	\$214,000	\$1,100,000	-80.55%	92	82	13.11%
Commercial	\$444,878	\$624,472	-28.76%	\$20	\$22	-10.55%	123	94	30.42%
Land	\$1,250,000	\$2,427,500	-48.51%	\$1,250,000	\$2,432,500	-48.61%	288	84	241.84%
COMM TOTAL	\$427,732	\$780,936	-45.23%	\$24	\$23	2.17%	122	93	30.87%
GRAND TOTAL	\$785,518	\$911,580	-13.83%	\$689,500	\$790,000	-12.72%	66	37	75.64%

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2 Units Sold	894	1,414	-36.78%	1,865	3,414	-45.37%
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4 List/Sell Ratio	96.41%	101.40%		96.14%	100.75%	
4 List/Sell Ratio 5 Days to Sell		101.40% 46	52.92%	96.14% 76	100.75% 52	44.06%

North Okanagan Statistics -- March 2023

## **Quick Summary Part 1**

#### Residential

Description	Total Units Sold	Total Sales Volume	Total Units Sold	Total Sales Volume
This Month	148	\$97,739,543	60	\$45,679,504
Last Month	106	\$65,590,909	49	\$35,936,300
This Month Last Year	280	\$202,844,126	116	\$94,646,758
Description	Total Listings Taken	Inventory		
This Month	368	963		
Last Month	209	853		
This Month Last Year	389	587		

### **Quick Summary Part 2**

Condo/Apt		
Sales	14	
New Listings	24	
Current Inventory	56	
Sell/Inv. Ratio	25.00%	
Days to Sell	71	
Average Price	\$352,714	
Median Price	\$295,500	
Condo/Townhouse		
Sales	30	
New Listings	46	
Current Inventory	79	
Sell/Inv. Ratio	37.97%	
Days to Sell	58	
Average Price	\$562,373	
Median Price	\$502,500	
Lots		
Sales	8	
New Listings	38	
Current Inventory	160	
Sell/Inv. Ratio	5.00%	
Days to Sell	185	
Average Price	\$282,125	
Median Price	\$275,000	
Residential		
Sales	60	
New Listings	162	
Current Inventory	300	
Sell/Inv. Ratio	20.00%	
Days to Sell	56	
Average Price	\$761,325	
Median Price	\$705,000	
Ratio of Sales vs Inventory	20.44%	

North Okanagan Statistics -- March 2023

### **Comparative Activity -- Listing Information**

								Inventory	
Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%
Zone = North Okan	agan								
Acreage/House	31	42	-26.19%	71	87	-18.39	101	78	29.49
Duplex	9	8	12.50%	37	21	76.19	35	11	218.18
Mobile Home	19	19	0.00%	37	32	15.63	36	21	71.43
Recreational	5	1	400.00%	5	3	66.67	9	2	350.00
Residential	162	188	-13.83%	336	362	-7.18	300	169	77.51
Residential WF	1	1	0.00%	7	2	250.00	14	4	250.00
3/4-Plex	0	0	0.00%	2	1	100.00	6	1	500.00
Apartment	24	34	-29.41%	57	80	-28.75	56	42	33.33
Townhouse	46	39	17.95%	98	109	-10.09	79	26	203.85
RES TOTAL	297	332.00	-10.54%	650	697	-6.74%	636	354	79.66
FARMS	7	2	250.00%	10	13	-23.08	24	23	4.35
MULTIFAMILY	4	1	300.00%	6	1	500.00	21	2	950.00
Acreage	7	9	-22.22%	16	15	6.67	42	27	55.56
Acreage WF	0	0	0.00%	1	2	-50.00	1	3	-66.67
Lots	30	26	15.38%	52	68	-23.53	113	60	88.33
Lots WF	1	0	0.00%	2	0	0.00	4		
LOTS TOTAL	38	35.00	8.57%	71	85	-16.47%	160	90	77.78
Business	3	3	0.00%	7	13	-46.15	20	20	0.00
Commercial	12	15	-20.00%	28	41	-31.71	67	69	-2.90
Land	7	1	600.00%	8	6	33.33	35	29	20.69
COMM TOTAL	22	19.00	15.79%	43	60	-28.33%	122	118	3.39
GRAND TOTAL	368	389	-5.40%	780	856	-8.88%	963	587	64.05

### **Comparative Activity -- Sales Information (Month)**

		<b>Unit Sales</b>		S	Sales Volume		List/Sa	le Ratio
Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo
Zone = North Okanagan								
Acreage/House	11	26	-57.69%	\$13,181,800	\$33,291,498	-60.40%	91.49%	97.98%
Duplex	6	11	-45.45%	\$4,919,000	\$11,905,000	-58.68%	96.91%	101.81%
Mobile Home	9	9	0.00%	\$2,618,000	\$2,579,000	1.51%	96.62%	98.06%
Recreational	0	1	-100.00%	\$0	\$160,000	-100.00%	0.00%	96.97%
Residential	60	116	-48.28%	\$45,679,504	\$94,646,758	-51.74%	97.28%	103.33%
Residential WF	1	0	0.00%	\$1,515,000	\$0	0.00%	95.34%	0.00%
3/4-Plex	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	14	28	-50.00%	\$4,938,000	\$9,447,050	-47.73%	96.65%	102.20%
Townhouse	30	51	-41.18%	\$16,871,200	\$27,697,376	-39.09%	97.71%	103.43%
RES TOTAL	131	242	-45.87%	\$89,722,504	\$179,726,682	-50.08%	96.35%	102.07%
FARMS	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	1	6	-83.33%	\$600,000	\$3,894,700	-84.59%	88.24%	97.77%
Acreage WF	0	1	-100.00%	\$0	\$1,285,000	-100.00%	0.00%	92.11%
Lots	7	20	-65.00%	\$1,657,000	\$10,180,699	-83.72%	93.63%	99.10%
Lots WF	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
LOTS TOTAL	8	27	-70.37%	\$2,257,000	\$15,360,399	-85.31%	92.13%	98.14%
Business	1	2	-50.00%	\$120,000	\$552,000	-78.26%	121.21%	90.49%
Commercial	6	8	-25.00%	\$4,400,039	\$4,705,045	-6.48%	91.76%	92.26%
Land	2	1	100.00%	\$1,240,000	\$2,500,000	-50.40%	90.31%	98.04%
COMM TOTAL	9	11	-18.18%	\$5,760,039	\$7,757,045	-25.74%	91.91%	93.91%
GRAND TOTAL	148	280	-47.14%	\$97,739,543	\$202,844,126	-51.82%	95.98%	101.43%

### **Comparative Activity -- Sales Information (YTD)**

		<b>Unit Sales</b>		\$	List/Sale Ratio			
Description	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD
Zone = North Okana	agan							
Acreage/House	22	55	-60.00%	\$25,721,800	\$74,209,883	-65.34%	91.15%	96.32%
Duplex	12	18	-33.33%	\$8,782,500	\$16,600,800	-47.10%	96.31%	103.12%
Mobile Home	19	23	-17.39%	\$4,996,400	\$5,761,050	-13.27%	95.63%	98.08%
Recreational	0	4	-100.00%	\$0	\$513,000	-100.00%	0.00%	95.18%
Residential	138	244	-43.44%	\$104,456,814	\$198,667,254	-47.42%	96.68%	102.88%
Residential WF	3	3	0.00%	\$6,165,000	\$4,264,900	44.55%	95.18%	100.02%
3/4-Plex	0	1	-100.00%	\$0	\$995,000	-100.00%	0.00%	99.50%
Apartment	29	71	-59.15%	\$9,443,199	\$23,498,450	-59.81%	97.01%	100.95%
Townhouse	58	106	-45.28%	\$28,982,046	\$53,919,976	-46.25%	97.80%	103.33%
RES TOTAL	281	525	-46.48%	\$188,547,759	\$378,430,313	-50.18%	95.98%	101.35%
FARMS	0	2	-100.00%	\$0	\$2,798,000	-100.00%	0.00%	104.09%
MULTIFAMILY	0	2	-100.00%	\$0	\$3,980,000	-100.00%	0.00%	99.23%
Acreage	5	13	-61.54%	\$6,450,000	\$9,209,700	-29.97%	89.86%	99.55%
Acreage WF	0	2	-100.00%	\$0	\$2,135,000	-100.00%	0.00%	94.05%
Lots	12	51	-76.47%	\$3,051,500	\$25,241,049	-87.91%	94.22%	97.77%
Lots WF	0	1	-100.00%	\$0	\$1,230,000	-100.00%	0.00%	102.59%
LOTS TOTAL	17	67	-74.63%	\$9,501,500	\$37,815,749	-74.87%	91.21%	98.13%
Business	2	5	-60.00%	\$327,000	\$1,372,000	-76.17%	87.43%	85.59%
Commercial	16	18	-11.11%	\$7,920,027	\$10,428,020	-24.05%	93.90%	92.09%
Land	2	4	-50.00%	\$1,240,000	\$5,265,000	-76.45%	90.31%	89.82%
COMM TOTAL	20	27	-25.93%	\$9,487,027	\$17,065,020	-44.41%	93.18%	90.83%
GRAND TOTAL	318	623	-48.96%	\$207.536.286	\$440.089.082	-52.84%	95.62%	100.61%

North Okanagan Statistics -- March 2023

### Average/Median price, Days to Sell (Month)

	<b>A</b>	verage Price		r	Median Price			Days to Sell	
Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%
Zone = North C	Okanagan								
Acreage/House	\$1,198,345	\$1,280,442	-6.41%	\$925,000	\$1,212,500	-23.71%	75	59	27.89%
Duplex	\$819,833	\$1,082,273	-24.25%	\$800,000	\$930,000	-13.98%	70	38	85.10%
Mobile Home	\$290,889	\$286,556	1.51%	\$255,000	\$285,000	-10.53%	109	46	136.39%
Recreational		\$160,000			\$160,000			2	
Residential	\$761,325	\$815,920	-6.69%	\$705,000	\$767,000	-8.08%	56	24	133.46%
Residential WF	\$1,515,000			\$1,515,000			136		
3/4-Plex									
Apartment	\$352,714	\$337,395	4.54%	\$295,500	\$262,750	12.46%	71	26	177.22%
Townhouse	\$562,373	\$543,086	3.55%	\$502,500	\$559,900	-10.25%	58	21	177.44%
RES TOTAL	\$684,905	\$742,672	-7.78%	\$590,000	\$675,000	-12.59%	64	29	125.62%
FARMS									
MULTIFAMILY									
Acreage	\$600,000	\$649,117	-7.57%	\$600,000	\$502,450	19.41%	240	101	138.41%
Acreage WF		\$1,285,000			\$1,285,000			31	
Lots	\$236,714	\$509,035	-53.50%	\$210,000	\$362,500	-42.07%	177	95	85.93%
Lots WF									
LOTS TOTAL	\$282,125	\$568,904	-50.41%	\$275,000	\$439,000	-37.36%	185	94	96.63%
Business	\$120,000	\$276,000	-56.52%	\$120,000	\$276,000	-56.52%	56	279	-79.93%
Commercial	\$733,340	\$588,131	24.69%	\$600,008	\$225,007	166.66%	122	142	-14.43%
Land	\$620,000	\$2,500,000	-75.20%	\$620,000	\$2,500,000	-75.20%	138	4	3,337.50%
COMM TOTAL	\$640,004	\$705,186	-9.24%	\$400,000	\$430,000	-6.98%	118	155	-23.69%
GRAND TOTAL	\$660,402	\$724,443	-8.84%	\$577,250	\$620,000	-6.90%	74	40	86.27%

North Okanagan Statistics -- March 2023

#### Average/Median price, Days to Sell (YTD)

	Δ.	verage Price		r	Median Price			Days to Sell	
Description	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%
Zone = North C	Okanagan								
Acreage/House	\$1,169,173	\$1,349,271	-13.35%	\$962,500	\$1,175,000	-18.09%	96	74	29.35%
Duplex	\$731,875	\$922,267	-20.64%	\$688,000	\$770,000	-10.65%	61	40	52.27%
Mobile Home	\$262,968	\$250,480	4.99%	\$250,000	\$238,000	5.04%	86	54	59.99%
Recreational		\$128,250			\$134,000			70	
Residential	\$756,933	\$814,210	-7.03%	\$694,950	\$750,000	-7.34%	63	32	98.60%
Residential WF	\$2,055,000	\$1,421,633	44.55%	\$1,850,000	\$950,000	94.74%	59	122	-51.91%
3/4-Plex		\$995,000			\$995,000			117	
Apartment	\$325,628	\$330,964	-1.61%	\$300,000	\$285,000	5.26%	67	37	83.34%
Townhouse	\$499,690	\$508,679	-1.77%	\$457,500	\$534,950	-14.48%	58	32	83.74%
RES TOTAL	\$670,988	\$720,820	-6.91%	\$585,000	\$626,626	-6.64%	66	39	70.12%
FARMS		\$1,399,000			\$1,399,000			90	
MULTIFAMILY		\$1,990,000			\$1,990,000			424	
Acreage	\$1,290,000	\$708,438	82.09%	\$775,000	\$529,900	46.25%	152	243	-37.65%
Acreage WF		\$1,067,500			\$1,067,500			192	
Lots	\$254,292	\$494,923	-48.62%	\$287,250	\$365,000	-21.30%	135	102	32.63%
Lots WF		\$1,230,000			\$1,230,000			112	
LOTS TOTAL	\$558,912	\$564,414	-0.97%	\$350,000	\$400,000	-12.50%	140	132	5.97%
Business	\$163,500	\$274,400	-40.42%	\$163,500	\$125,000	30.80%	119	300	-60.53%
Commercial	\$495,002	\$579,334	-14.56%	\$14	\$177,459	-99.99%	98	145	-32.35%
Land	\$620,000	\$1,316,250	-52.90%	\$620,000	\$1,107,500	-44.02%	138	140	-1.61%
COMM TOTAL	\$474,351	\$632,038	-24.95%	\$60,008	\$430,000	-86.04%	104	173	-39.80%
GRAND TOTAL	\$652,630	\$706,403	-7.61%	\$569,000	\$599,500	-5.09%	73	56	29.24%

# Shuswap / Revelstoke Monthly Statistics March 2023

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#### **Zone Totals**

Description	CM This Year	CM Last Year	Increase	This YTD	Last YTD	Increase
Area = Central Okanaga						
1 Units Listed	1,074	1,276	-15.83%	2,560	2,705	-5.36%
2 Units Sold	455	690	-34.06%	932	1,740	-46.44%
3 Sales Volume	\$369,316,224	\$653,820,881	-43.51%	\$732,102,528	\$1,586,149,814	-53.84%
4 List/Sell Ratio	96.75%	102.27%		96.35%	101.65%	
5 Days to Sell	60	33	80.43%	66	37	75.64%
6 Active Listings	2,457	1,446	69.92%			
Area = North Okanagan						
1 Units Listed	368	389	-5.40%	780	856	-8.88%
2 Units Sold	148	280	-47.14%	318	623	-48.96%
3 Sales Volume	\$97,739,543	\$202,844,126	-51.82%	\$207,536,286	\$440,089,082	-52.84%
4 List/Sell Ratio	95.98%	101.43%		95.62%	100.61%	
5 Days to Sell	74	40	86.27%	73	56	29.24%
6 Active Listings	963	587	64.05%			
Area = Shuswap / Revel						
1 Units Listed	212	198	7.07%	439	466	-5.79%
2 Units Sold	96	116	-17.24%	188	300	-37.33%
3 Sales Volume	\$57,961,865	\$68,124,372	-14.92%	\$110,267,630	\$176,582,682	-37.55%
4 List/Sell Ratio	94.67%	99.58%		95.66%	98.99%	
5 Days to Sell	104	57	81.64%	109	65	67.67%
6 Active Listings	604	414	45.89%			
Area = South Okanagan						
1 Units Listed	276	263	4.94%	668	577	15.77%
2 Units Sold	163	255	-36.08%	346	604	-42.72%
3 Sales Volume	\$101,475,948	\$173,641,442	-41.56%	\$208,948,020	\$417,518,304	-49.95%
4 List/Sell Ratio	96.64%	99.36%		96.22%	98.73%	
5 Days to Sell	74	60	23.73%	77	67	13.60%
6 Active Listings	1,272	765	66.27%			
Area = South Peace Riv						
1 Units Listed	20	24	-16.67%	42	55	-23.64%
2 Units Sold	32	73	-56.16%	81	147	-44.90%
3 Sales Volume	\$8,047,500	\$18,013,150	-55.32%	\$22,345,850	\$36,101,100	-38.10%
4 List/Sell Ratio	96.27%	97.10%		95.93%	96.33%	
5 Days to Sell	90	128	-29.69%	119	128	-6.85%
6 Active Listings	402	404	-0.50%			
Area = Grand Total						
1 Units Listed	1,950	2,150	-9.30%	4,489	4,659	-3.65%
2 Units Sold	894	1,414	-36.78%	1,865	3,414	-45.37%
3 Sales Volume	\$634,541,080	\$1,116,443,972	-43.16%	\$1,281,200,314	\$2,656,440,982	-51.77%
	φοσ 1,0 11,000					
4 List/Sell Ratio	96.41%	101.40%		96.14%	100.75%	
4 List/Sell Ratio 5 Days to Sell		101.40% 46	52.92%	96.14% 76	100.75% 52	44.06%

Shuswap / Revelstoke Statistics -- March 2023

## **Quick Summary Part 1**

#### Residential

Description	Total Units Sold	Total Sales Volume	Total Units Sold	Total Sales Volume
This Month	96	\$57,961,865	37	\$26,673,900
Last Month	40	\$21,597,003	18	\$11,021,003
This Month Last Year	116	\$68,124,372	45	\$36,576,098
Description	Total Listings Taken	Inventory		
This Month	212	604		
Last Month	145	551		
This Month Last Year	198	414		

### **Quick Summary Part 2**

Condo/Apt		
Sales	10	
New Listings	13	
Current Inventory	25	
Sell/Inv. Ratio	40.00%	
Days to Sell	63	
Average Price	\$481,950	
Median Price	\$500,000	
Condo/Townhouse		
Sales	9	
New Listings	16	
Current Inventory	37	
Sell/Inv. Ratio	24.32%	
Days to Sell	73	
Average Price	\$480,533	
Median Price	\$459,900	
Lots		
Sales	13	
New Listings	36	
Current Inventory	164	
Sell/Inv. Ratio	7.93%	
Days to Sell	136	
Average Price	\$271,723	
Median Price	\$249,000	
Residential		
Sales	37	
New Listings	91	
Current Inventory	188	
Sell/Inv. Ratio	19.68%	
Days to Sell	90	
Average Price	\$720,916	
Median Price	\$675,000	
Ratio of Sales vs Inventory	26.44%	

### **Comparative Activity -- Listing Information**

								Inventory	
Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%
Zone = Shuswap / F	Revelstoke								
Acreage/House	18	10	80.00%	39	30	30.00	54	32	68.75
Duplex	2	1	100.00%	5	2	150.00	8	3	166.67
Mobile Home	10	11	-9.09%	19	34	-44.12	20	19	5.26
Recreational	6	8	-25.00%	16	10	60.00	22	18	22.22
Residential	91	85	7.06%	170	185	-8.11	188	116	62.07
Residential WF	3	7	-57.14%	8	10	-20.00	14	12	16.67
3/4-Plex	0	0	0.00%	0	0	0.00			
Apartment	13	19	-31.58%	30	36	-16.67	25	36	-30.56
Townhouse	16	11	45.45%	38	22	72.73	37	12	208.33
RES TOTAL	159	152.00	4.61%	325	329	-1.22%	368	248	48.39
FARMS	1	2	-50.00%	1	3	-66.67	4	7	-42.86
MULTIFAMILY	0	0	0.00%	1	0	0.00	2		
Acreage	5	7	-28.57%	9	20	-55.00	23	27	-14.81
Acreage WF	0	2	-100.00%	2	2	0.00	4	2	100.00
Lots	30	24	25.00%	65	75	-13.33	126	63	100.00
Lots WF	1	1	0.00%	9	11	-18.18	11	12	-8.33
LOTS TOTAL	36	34.00	5.88%	85	108	-21.30%	164	104	57.69
Business	3	2	50.00%	7	7	0.00	16	13	23.08
Commercial	10	4	150.00%	15	12	25.00	29	28	3.57
Land	3	4	-25.00%	5	7	-28.57	21	14	50.00
COMM TOTAL	16	10.00	60.00%	27	26	3.85%	66	55	20.00
GRAND TOTAL	212	198	7.07%	439	466	-5.79%	604	414	45.89

### **Comparative Activity -- Sales Information (Month)**

		<b>Unit Sales</b>		S	ales Volume		List/Sa	le Ratio
Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo
Zone = Shuswap / R	evelstoke							
Acreage/House	13	7	85.71%	\$12,434,343	\$8,407,000	47.90%	89.12%	100.67%
Duplex	1	0	0.00%	\$584,500	\$0	0.00%	98.24%	0.00%
Mobile Home	5	14	-64.29%	\$1,472,500	\$3,535,802	-58.35%	93.03%	98.39%
Recreational	2	5	-60.00%	\$449,900	\$615,000	-26.85%	96.79%	97.98%
Residential	37	45	-17.78%	\$26,673,900	\$36,576,098	-27.07%	96.49%	99.97%
Residential WF	1	3	-66.67%	\$1,300,000	\$2,790,123	-53.41%	94.55%	101.50%
3/4-Plex	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Apartment	10	8	25.00%	\$4,819,499	\$3,890,199	23.89%	97.47%	102.86%
Townhouse	9	6	50.00%	\$4,324,800	\$2,972,000	45.52%	98.01%	99.51%
RES TOTAL	78	88	-11.36%	\$52,059,442	\$58,786,222	-11.44%	94.70%	100.19%
FARMS	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Acreage	2	3	-33.33%	\$625,000	\$1,702,000	-63.28%	96.24%	98.39%
Acreage WF	0	2	-100.00%	\$0	\$2,180,000	-100.00%	0.00%	89.16%
Lots	10	19	-47.37%	\$1,957,400	\$3,761,650	-47.96%	92.76%	97.89%
Lots WF	1	3	-66.67%	\$950,000	\$1,354,500	-29.86%	95.10%	98.91%
LOTS TOTAL	13	27	-51.85%	\$3,532,400	\$8,998,150	-60.74%	93.98%	95.86%
Business	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%
Commercial	4	1	300.00%	\$760,023	\$340,000	123.54%	95.24%	97.42%
Land	1	0	0.00%	\$1,610,000	\$0	0.00%	94.99%	0.00%
COMM TOTAL	5	1	400.00%	\$2,370,023	\$340,000	597.07%	95.07%	97.42%
GRAND TOTAL	96	116	-17.24%	\$57,961,865	\$68,124,372	-14.92%	94.67%	99.58%

### **Comparative Activity -- Sales Information (YTD)**

		Unit Sales Volume					List/Sale Ratio		
Description	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	
Zone = Shuswap / R	evelstoke								
Acreage/House	19	22	-13.64%	\$18,404,343	\$25,275,000	-27.18%	91.13%	99.21%	
Duplex	2	1	100.00%	\$1,004,500	\$395,000	154.30%	91.82%	99.00%	
Mobile Home	12	30	-60.00%	\$2,777,500	\$8,289,202	-66.49%	92.44%	96.24%	
Recreational	3	7	-57.14%	\$607,900	\$742,000	-18.07%	97.31%	98.01%	
Residential	74	114	-35.09%	\$51,260,903	\$88,594,598	-42.14%	96.57%	100.16%	
Residential WF	1	6	-83.33%	\$1,300,000	\$8,414,623	-84.55%	94.55%	97.36%	
3/4-Plex	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%	
Apartment	21	23	-8.70%	\$9,688,999	\$11,862,598	-18.32%	96.46%	100.32%	
Townhouse	16	18	-11.11%	\$7,742,700	\$8,833,900	-12.35%	98.00%	99.88%	
RES TOTAL	148	221	-33.03%	\$92,786,845	\$152,406,921	-39.12%	95.34%	99.60%	
FARMS	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%	
MULTIFAMILY	0	0	0.00%	\$0	\$0	0.00%	0.00%	0.00%	
Acreage	4	10	-60.00%	\$1,015,000	\$4,084,611	-75.15%	95.01%	92.11%	
Acreage WF	0	2	-100.00%	\$0	\$2,180,000	-100.00%	0.00%	89.16%	
Lots	26	58	-55.17%	\$7,344,300	\$12,182,650	-39.72%	93.96%	98.48%	
Lots WF	1	3	-66.67%	\$950,000	\$1,354,500	-29.86%	95.10%	98.91%	
LOTS TOTAL	31	73	-57.53%	\$9,309,300	\$19,801,761	-52.99%	94.19%	96.03%	
Business	2	0	0.00%	\$300,000	\$0	0.00%	92.59%	0.00%	
Commercial	5	4	25.00%	\$761,485	\$2,499,000	-69.53%	95.25%	96.23%	
Land	2	2	0.00%	\$7,110,000	\$1,875,000	279.20%	102.38%	87.01%	
COMM TOTAL	9	6	50.00%	\$8,171,485	\$4,374,000	86.82%	101.28%	92.05%	
GRAND TOTAL	188	300	-37.33%	\$110,267,630	\$176,582,682	-37.55%	95.66%	98.99%	

Shuswap / Revelstoke Statistics -- March 2023

### Average/Median price, Days to Sell (Month)

	Average Price			N	Median Price			Days to Sell		
Description	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%	Cur Mo	Lst Yr Mo	Incr/Decr%	
Zone = Shuswa	ap / Revelstoke									
Acreage/House	\$956,488	\$1,201,000	-20.36%	\$906,000	\$1,193,000	-24.06%	115	35	227.69%	
Duplex	\$584,500			\$584,500			48			
Mobile Home	\$294,500	\$252,557	16.61%	\$290,000	\$235,075	23.36%	51	45	15.51%	
Recreational	\$224,950	\$123,000	82.89%	\$224,950	\$85,000	164.65%	134	132	1.36%	
Residential	\$720,916	\$812,802	-11.30%	\$675,000	\$780,000	-13.46%	90	37	144.12%	
Residential WF	\$1,300,000	\$930,041	39.78%	\$1,300,000	\$737,000	76.39%	41	109	-62.50%	
3/4-Plex										
Apartment	\$481,950	\$486,275	-0.89%	\$500,000	\$398,600	25.44%	63	25	150.30%	
Townhouse	\$480,533	\$495,333	-2.99%	\$459,900	\$492,000	-6.52%	73	77	-4.20%	
RES TOTAL	\$667,429	\$668,025	-0.09%	\$587,250	\$662,500	-11.36%	86	48	81.70%	
FARMS										
MULTIFAMILY										
Acreage	\$312,500	\$567,333	-44.92%	\$312,500	\$650,000	-51.92%	18	123	-85.33%	
Acreage WF		\$1,090,000			\$1,090,000			158		
Lots	\$195,740	\$197,982	-1.13%	\$244,500	\$165,000	48.18%	151	74	103.32%	
Lots WF	\$950,000	\$451,500	110.41%	\$950,000	\$345,000	175.36%	220	114	92.98%	
LOTS TOTAL	\$271,723	\$333,265	-18.47%	\$249,000	\$249,000	0.00%	136	90	50.53%	
Business										
Commercial	\$190,006	\$340,000	-44.12%	\$190,006	\$340,000	-44.12%	344	21	1,538.10%	
Land	\$1,610,000			\$1,610,000			105			
COMM TOTAL	\$474,005	\$340,000	39.41%	\$380,000	\$340,000	11.76%	296	21	1,310.48%	
GRAND TOTAL	\$603,769	\$587,279	2.81%	\$549,250	\$550,000	-0.14%	104	57	81.64%	

Shuswap / Revelstoke Statistics -- March 2023

### Average/Median price, Days to Sell (YTD)

	Δ.	verage Price		r	Median Price			Days to Sell	
Description	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%	Cur YTD	Lst YTD	Incr/Decr%
Zone = Shuswa	ap / Revelstoke								
Acreage/House	\$968,650	\$1,148,864	-15.69%	\$875,000	\$1,037,500	-15.66%	111	75	47.03%
Duplex	\$502,250	\$395,000	27.15%	\$502,250	\$395,000	27.15%	69	172	-59.88%
Mobile Home	\$231,458	\$276,307	-16.23%	\$229,500	\$215,000	6.74%	83	55	50.69%
Recreational	\$202,633	\$106,000	91.16%	\$158,000	\$80,000	97.50%	92	109	-15.79%
Residential	\$692,715	\$777,146	-10.86%	\$649,500	\$753,050	-13.75%	96	38	156.04%
Residential WF	\$1,300,000	\$1,402,437	-7.30%	\$1,300,000	\$1,250,000	4.00%	41	87	-52.87%
3/4-Plex									
Apartment	\$461,381	\$515,765	-10.54%	\$460,500	\$397,200	15.94%	92	62	47.62%
Townhouse	\$483,919	\$490,772	-1.40%	\$459,950	\$482,450	-4.66%	60	47	28.86%
RES TOTAL	\$626,938	\$689,624	-9.09%	\$575,000	\$655,000	-12.21%	92	51	78.93%
FARMS									
MULTIFAMILY									
Acreage	\$253,750	\$408,461	-37.88%	\$237,500	\$297,306	-20.12%	21	97	-78.42%
Acreage WF		\$1,090,000			\$1,090,000			158	
Lots	\$282,473	\$210,046	34.48%	\$244,500	\$155,500	57.23%	171	90	91.15%
Lots WF	\$950,000	\$451,500	110.41%	\$950,000	\$345,000	175.36%	220	114	92.98%
LOTS TOTAL	\$300,300	\$271,257	10.71%	\$249,000	\$165,000	50.91%	154	94	64.08%
Business	\$150,000			\$150,000			224		
Commercial	\$152,297	\$624,750	-75.62%	\$1,463	\$630,000	-99.77%	286	108	164.39%
Land	\$3,555,000	\$937,500	279.20%	\$3,555,000	\$937,500	279.20%	107	425	-74.79%
COMM TOTAL	\$907,943	\$729,000	24.55%	\$225,000	\$630,000	-64.29%	233	214	8.84%
GRAND TOTAL	\$586,530	\$588,609	-0.35%	\$522,302	\$534,500	-2.28%	109	65	67.67%